

REAL ESTATE AND BUILDING NEWS

Week of Much Inquiry and Not a Little of Hustling Around.

SMALLER SALES; LARGER INQUIRY

Investors Looking for Bargains. Home Seekers More in Evidence Than Buyers of Business Property—Actual Sales Fall Off Somewhat.

While nothing of startling interest developed in real estate circles during the week just closed there was fairly good business done, and this in spite of the fact that the week was something of a half holiday, because of the visit to this city of the President of the United States. The real estate agents argued that they did not have the opportunity every week to welcome a Chief Magistrate of the greatest country under the skies, but they had opportunity every day in the year, Sundays excepted, and some of them don't even except Sundays to sell Richmond and suburban property. They say it is always in demand and always salable. They could well afford to take a day off, or several days off, for that matter, to do honor to the President and let him know that the Richmond dirt over which he rode in an automobile was the most valuable earth in the world.

General Business Fairly Good. The agents report a fairly good general business, although when pressed for particulars they admitted that there was not so much in the sales actually made as in those they hung on the string to be made later on, when President Taft and other attractions for a hustling week are safe at home and entirely out of the way.

As far as could be learned, the sales for the week were about \$125,000. Perhaps the largest single sales was that made by Douglas Taylor to H. S. Wallerstein of the property at the south-west corner of Eighth and Grace Streets, known as the old Pizani home. It is understood that Mr. Wallerstein, who bought as an investment, paid \$20,000 for this property. Mr. Taylor reports that he closed up some other deals that have been on the string for several weeks, and they took up something like \$15,000. Perhaps some of these sales have already been reported, and should not figure in the week's totals, but the concluding touches have just been put on.

West End Continues Active. Business in West End residence property has been active, and considerably more than \$15,000 worth changed hands during the week. Blanton & Purcell say all of their transactions for the week were in residential and suburban property, and the footings show something like \$18,000.

One of the big sales of the week is reported by J. Thompson Brown & Company, wherein they tell of the placing of a Monument Avenue lot between the Lee and Stuart monuments for \$250 per front foot upon which a handsome dwelling is soon to be built. This firm reports various other sales of residence property amounting in the aggregate to \$15,000. These sales as well as those of other agents cover a wide range of territory, and all go to show that residence property in Richmond and all the way from Fulton to the extreme West End is in demand and can be sold right along if the holders do not put prohibitive prices on it.

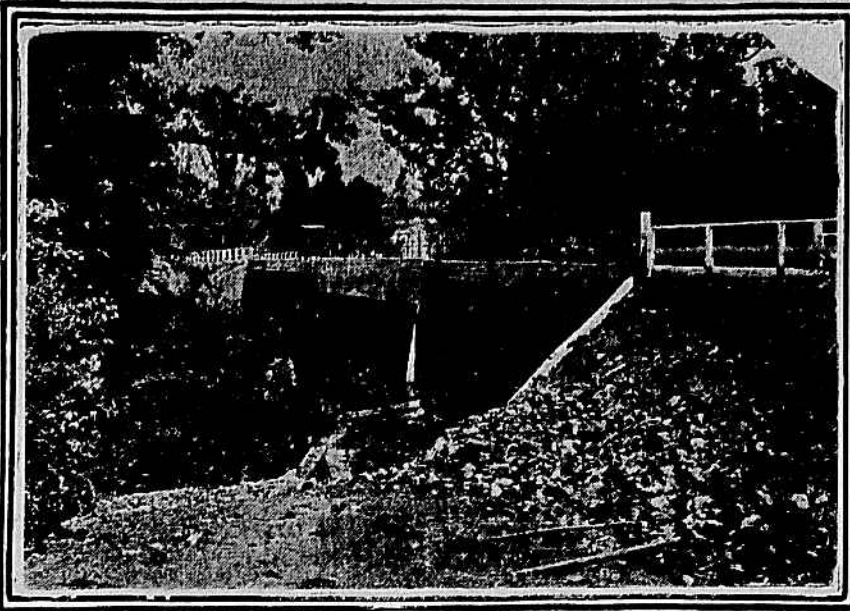
In the main the sales of the week, which, as before stated, aggregated about \$125,000, were confined to residence property, and so far as learned very little if any business ground changed hands; if so the details are not yet "come out." It may be that some of the big deals that have been pulled off, but the agents who are doing the pulling are extremely reticent and will not let the right hand of the reporter know what the left hand of the real estate agent is up to.

Activity of one kind and another continues in the suburbs. If there is a slackening off of actual sales it is made up for by renewed activity among those who are looking for suburban homes—that is, the inquirers. In the Barton Heights section, where developed that most attractive section between Barton Heights and Brookland Park, have made miles of sidewalks, and have also erected a suburban office on the grounds, where people can sit in the shade, take a rest and view the landscape over. An agent or subagent is always in attendance at the suburban office to show inquirers the grounds.

Ginter Park. Ginter Park is always able to produce a good story of its progress and development. During the past week over \$10,000 worth of real estate changed hands in this suburb. C. C. Cottrell, of the Cottrell Saddlebag Manufacturing Company, was a purchaser of a house and lot on Chamberlayne Avenue for \$9,000 cash. W. O. Howard, of the Imperial Tobacco Company, purchased a lot on Seminary Avenue, near Laburnum Avenue, and will build at once. E. Lee Roden, of Miller & Company, stock brokers, has plans completed for a most attractive home to be erected on Chamberlayne Avenue, north of Laburnum Avenue, and the contract for this residence will be let during the coming week. The handsome home of W. F. McDonald is making rapid progress, and its style of architecture is being admired by many. The palatial granite houses on Seminary Avenue, near Walton Avenue, are rapidly nearing completion, and are being greatly admired by the many people that visit the park.

The company handling the Woodland Heights property report the sale of seven lots during the past week. There is a steady absorption of Woodland Heights properties by both home-seekers and investors, which undoubtedly is the forerunner of a strong development movement in this entire section.

GOOD ROADS OBJECT LESSONS



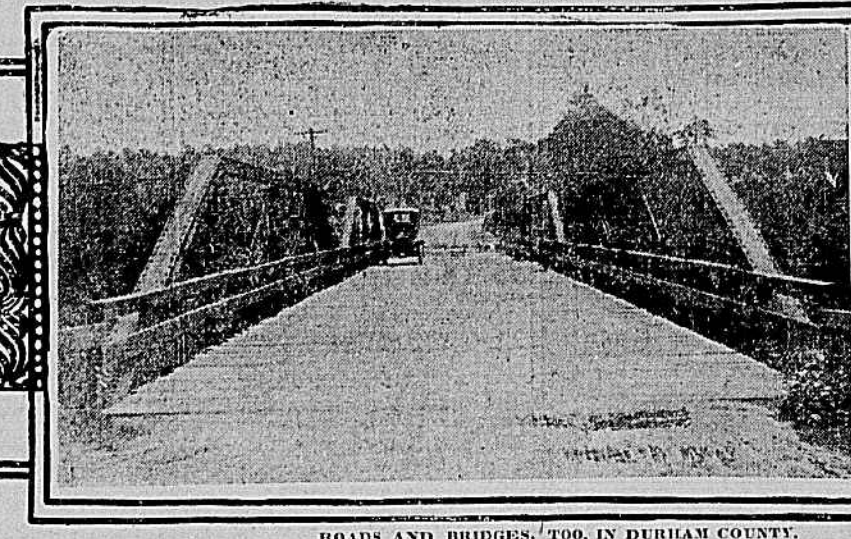
MORE OF THE SAME KIND.



SUBSTANTIAL BRIDGES REQUIRED.



GOOD ROADS THROUGH THRIFTY VILLAGES.



ROADS AND BRIDGES, TOO, IN DURHAM COUNTY.

STATE IS MAKING GREAT PROGRESS

Secretary Wilson Delighted With Visit to North Carolina.

SEES NO SIGN OF HOOKWORM

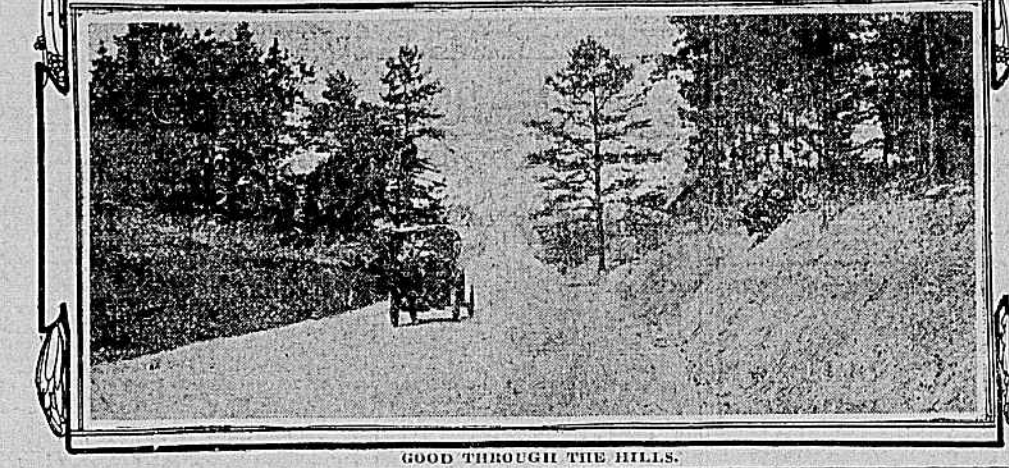
Will Do All in His Power to Advance Agricultural Interests.

[Special to The Times-Dispatch.] WASHINGTON, D. C., November 13.—Secretary of Agriculture James Wilson has returned to Washington from his trip to North Carolina, where he attended the sessions of the National Farmers' Congress, which elected him a life member, with enthusiastic expressions of the State. The secretary visited Raleigh, Durham and Greensboro during his trip. He said it had been several years since he had been in that section of the country; that he was agreeably surprised at the progressiveness of the sections of the State which he visited, and that he sees a great future for the State of North Carolina commercially and industrially. He said that while the State had a great future before it, he was just a little disappointed in its backwardness agriculturally. In speaking of his impressions on his visit he said:

"It has been several years since I was in North Carolina. During my trip I saw wonderful signs of improvement in all walks of life. Particularly is this true of manufacturing. "One thing that struck me most forcibly was the fact that local men are heading the great manufacturing concerns, particularly the cotton mills, which were formerly owned and controlled by New England people. This is true, I understand, also of several other manufacturing industries, such as the furniture factories. With this progressiveness on the part of the local people I see a great future for North Carolina, and certainly I, as Secretary of Agriculture, will do all I can in co-operation with the State officials, and also independently, to advance the agricultural conditions of the State.

"I was agreeably surprised not only in finding the progressiveness in business pursuits, but with the delighted people that I met. They are a good stock, and of that stock that knows no failure. They will succeed in everything they undertake. "While in Raleigh, Durham and Greensboro I met delegates to the congress from all over the country, especially from the North, the East and the West, and they gathered the same ideas and impressions that I did in regard to the progressiveness and the future of the State. I found men who will go home and sell lands at \$100 per acre and go to North Carolina to buy the cheaper lands, which, in my estimation, are productive and capable of yielding a good return for more than they are now selling for. "I have heard a great deal of the hookworm and its origin in North Carolina, but certainly from what I saw in the State there was no sign whatever of any such germ.

"I wish to extend my thanks not only to the people of Raleigh, Durham and Greensboro, but all over the State, for the cordial and generous reception which they gave me, and I hope in the near future to visit the State again, when I will have more time for meeting the people and seeing the State.



GOOD THROUGH THE HILLS.

INTERIOR MARKETS SHOW BIG RECEIPTS

Outlook Favorable for Tobacco Growers—Dry Weather Has Bad Effect on Week's Results. Farmers Getting Better Prices.

The rains have not come, but the dry season remains. However, there have been warm, "givey" days and nights, and the farmers in the sun-cured section of Virginia have been enabled to get a considerable quantity of the leaf tobacco they made this year in fairly good marketable order. As a result, the deliveries of the new sun-cured leaf on the Richmond warehouse floors were larger the past week than they have been at any time this tobacco year, amounting in the aggregate to about 250,000 pounds. The sales now run four days in the week for the sun-cured stock, that is to say, Tuesday, Wednesday, Thursday and Friday, and from now on the lectures of the auctioneers will be heard on those days. Also the same cheery lectures will be heard on Mondays until the Virginia White Burley crop, something new under the sun, shall have been sold.

Last Monday, as already reported, the sales of White Burley were very satisfactory, although the receipts and the amount sold were not near so large as they would have been had there been a good "season." The offerings of sun-cured stock since Tuesday showed marked improvement as to quality, and the buyers were out in full force. Not a single pile was neglected, and in the main the prices paid were very satisfactory to the farmers.

The market was strong on all grades, and not a farmer left the warehouses dissatisfied with the figures he obtained. The offerings comprised fillers, lugs, primings and wrappers that varied in price from \$3 up to \$18. From the interior markets come reports of larger receipts and considerable more animation. It begins to look as if the tobacco growers of Virginia and the Carolinas will have no complaint to make this year of their efforts to please the buyers and have the buyers please them.

On Monday there will be sales of Virginia White Burley, but owing to continued dry weather the probability is that the offerings will not be very large. On the days following, until Friday, the warehouses will have out quite a lot of the sun-cured stock. The sales

this week will probably exceed those of last week.

Light Sales at Rocky Mount. [Special to The Times-Dispatch.] ROCKY MOUNT, N. C., November 12.—Sales of leaf tobacco for the week ending to-day have again been light, about 400,000 pounds having been sold. The weather has been entirely too dry to handle tobacco, except in piles, which is more or less unsatisfactory, and a season is anxiously looked forward to, when we expect increased receipts. The character of the offerings have been about like the past several weeks. While the proportion of very common tobacco is not large, the larger part of the offerings, consisting of a thin bright leaf, lacking in body and character, with but little of the finer grades of tobacco appearing. Wrappers still continue scarce, and it is thought will be in demand by the manufacturers, who will largely have to use substitutes.

Prices continue high, and, in fact, they were higher towards the close of the week than at any time during this tobacco season, and while the farmers will not receive very remunerative prices for their crops, owing to the inferior quality of same, yet the prices appear high to the dealers and manufacturers when the quality of the tobacco is compared with other years.

Larger Receipts at Lynchburg. [Special to The Times-Dispatch.] LYNCHBURG, VA., November 12.—Sales of loose tobacco on the Lynchburg floor for the week ending November 12, as reported by John L. Oglesby, were as follows: Sales for week ending November 12 \$4,900 Increase for week ending November 12 276,200 Sales from September 1 to November 12 1,271,000 Sales from August 17, 1908, to November 12, 1908 4,418,900 Increase for 1909 3,147,900 The dry weather has been broken by a general light rain, which made a good season for handling tobacco. As the result of the seasonable weather the receipts have been considerably heavier this week than last, and the indications are that there will be much heavier sales next week. The offerings were composed largely of the medium and good grades of tobacco, which were of fairly good quality and color, but much of it was not in condition, being in too high order. The trade was quite active and prices

BUILDING ROADS IN MONTGOMERY

People Alive to Necessity of Good Roads, and Work Is Begun.

[Special to The Times-Dispatch.] BLACKSBURG, VA., November 13.—Sanders & Fry, contractors of Marion, are now half way through building the new macadamized road extending from the corporation limits of the town of Blacksburg along the Christiansburg Turnpike for a distance of 6,200 feet, or a little over a mile and one-fifth. If the weather continues favorable they expect to have the work done by the first of the year, when the roads here become impassable. A movement is now on foot to raise the \$1,000 necessary to build the 1,000 feet remaining between the end of the new road and the beginning of the county road of rock road built by the county several years ago.

By Private Subscription. The money for this new road was raised by private subscription among the people of this section last spring, with the aid of the State fund, and the work is being done after the most improved methods, with the most modern machinery. Further grading has been done, the roadbed widened to a width of twenty-two feet and filling laid wherever needed. The road from Blacksburg to Christiansburg is one of the most traveled in the county, but on account of the usual class between the so-called "countryside" and the people living on the north side of the county any movement to macadamize the road eight miles has always met with defeat.

Good roads have become an absolute necessity in Montgomery county, where they have been about as bad as possible since there has been a county. The opening of several new coal mines, the establishment of rural free deliveries and the possible development of the rich mineral, timber and farming industries, through the building of the Virginian Railway, are but a few of the things that call for improvement in the roads, and the issuing of bonds for this purpose will likely be an issue in the next elections for local officers.

Old Building to Be Turned Over. [Special to The Times-Dispatch.] ASHBYVILLE, N. C., November 13.—The "Old Rock House," which stands on Main Street in the center of the business section of Hendersonville, and which is said to be the oldest building in the town, will soon give way to a modern townstone building which will be occupied by the recently organized People's National Bank.

"STAY AT HOME" IS GOOD DOCTRINE

Preached in Virginia Before To-Day—Was Good Then, It's Good Now.

NO PLACE IS ANY BETTER

Old Commonwealth Calls Upon Her Sons and Daughters to Be Loyal.

BY FRANK S. WOODSON, Industrial Editor.

The Industrial Section, as well as every other department of The Times-Dispatch, has been preaching the stay-at-home doctrine to young Virginians, and the paper flatters itself that it has been able to show to young men, and young women, too, that Virginia is the greatest State in the Union, and that the chances are just a little better here than anywhere else under the stars. I mean the chances of success in life, the chances to make a good living, and even a good fortune, are just as good in Virginia as anywhere else in the world, and just a little better in an agricultural way than elsewhere.

This is no new doctrine. It was preached to young Virginians long before I became a kind of adviser of these youngsters.

Away back yonder in 1854 and the years preceding—those horrible years that came immediately after the great Civil War—appeals were made to the young men to stay at home and build up the old State as it should be built up. "Efforts That Didn't Fail." James McDonald and Baker P. Lee, two brilliant journalists of their time, published a paper in this city in those gloomy days that was devoted entirely to the good work of keeping the boys at home. This paper, which was called "The Industrial South," and was published weekly, was something of a power, and that it was instrumental in keeping many of the restless young men of that day and time at home can easily be proven. The Industrial South was not a financial success as a newspaper, but the good doctrine preached by McDonald and Lee did old Virginia a great deal of good, and is still doing good for it is true now as it ever was that the good men do lives after them.

My good friend, W. P. Poythress, reads the Industrial Section every Sunday, and the other day he told me that I was preaching the same good doctrine that McDonald and Lee preached years ago, and to prove the accuracy of his observation he produced some musty files of the good old paper that he had been preserving for many years.

Smy by the Ship. The following from the Industrial South of Saturday, February 16, 1884, sounds much like an Industrial Section article of to-day. The article is headed, "Stay By the Ship," and here is the way it reads: "There have been times in the history of Virginia when the young men of the State may have been justifiable in going away, for the advancement of their fortunes. There were good reasons for it before the abolition of slavery, and there have been good reasons for it since then. But there is no good reason for it now. On the contrary, there are the best of reasons now against the going away of the young men of Virginia in search of other

MORE GOOD ROADS DEMAND OF HOUR

The Pace That Has Been Set by Durham County, North Carolina.

VIRGINIA POINTS TAKING LESSONS

Paper That Was Not Read at Correspondents' Convention, But Which Ought to Be Read Everywhere—Good Roads and What They Mean to the South.

The Times-Dispatch correspondents, who have just held their second annual convention in this city, discussed many questions of interest to Virginia and the South, and some of the best speeches of the week were on the very live subject of good roads. The Times-Dispatch correspondents, and they come from all parts of the State of Virginia and North Carolina, showed that they are wide awake on this very important subject. The speech of Captain N. L. Shaw, of Charlotte county, made before the convention Thursday morning, was especially strong.

A paper on good roads that was prepared by James A. Robinson, of Durham, N. C., but which was not read before the convention because at the last moment Mr. Robinson found it impossible to attend the meeting, is especially appropriate, inasmuch as several counties in Virginia which have made financial provision for good roads are sending delegations to Durham county, in North Carolina, to see the good roads that have been made in that county and thereby to learn how to turn the trick.

Durham Gets in Front Rank. It is well known that Mecklenburg county, in North Carolina, the county of which the progressive city of Charlotte is the capital, was a pioneer in the matter of making good roads, and it is said that people have come, and are still coming, thousands of miles to learn about Mecklenburg county's way of making roads.

Durham county was early to send experts to Mecklenburg to learn how to turn the trick, and as is characteristic of Durham county, they not only learned the trick, but caught on to the modus operandi with improvements on the original job. The result is, that is, so it is said, that Durham has "out-roaded" good roads Mecklenburg, and to-day has more miles of first-class macadam roads than has Mecklenburg. Durham county being a little nearer to the border counties of Virginia than Mecklenburg, the people of these border counties are getting their pointers now from Durham instead of from Mecklenburg. Hence the strong paper of Mr. Robinson on the good roads subject is especially appropriate in Virginia at this time. Here it is:

A Glance Backward. "We modern people, with our new inventions, and progressive ideas for good, substantial road-building, have only to look back at ancient Rome, at the Appian Way, the building of which was begun 312 years before Christ. That road was celebrated for the grandeur of its work. The Romans in those days prided themselves on their highways, and well they might, for they set an example for the whole world, through all future generations. Many of those ancient roads are in a well state of preservation to this day. They were worth studying, and yet they are more than 2,000 years old. "In our land, and especially in the South, every community is more or less circumscribed by mud. Plain, common, every-day worked up mud on highways is a menace to progress, the smoother walks of a higher type of civilization. How, in eliminating bad highways and constructing substantial roads, is the question that is agitating our fair Southland at this time. It is paramount to all others, save, perhaps, education.

Dawn of a New Era. "These two themes occupy the minds of the average Southerner in every State, and he has set about to solve them in his own way, and by his own efforts. In many States the mud roads riddle has been worked out of the mire. Good substantial roads are fast supplanting the abominations of the past. The idea is growing in importance as the days pass by, and the effects of good roads are making a telling impress upon the wealth, growth and prosperity of the South—more at this time than any other instrumentality that could be mentioned. It is bringing people together in a common cause, and is virtually smoothing the rough ways of rural travel, and sweetening the dispositions of people who have been accustomed to trudge and tug, and sweat and swear, on boggy and almost impassable highways.

"Good roads! That is now the shibboleth of every community throughout the South. Naturally, there has arisen a good-natured rivalry between communities and counties—and it has extended to States, as to which shall have the best highway, and parallel with this is the idea of connecting these roads, county with county and State with State, thereby perfecting a chain of good roads, which, in the near future, will link State to State as inseparably as the rails of a railroad, and the locomotive, thereby forming great thoroughfares that will encompass the Southern States with a network of public highways, with a national importance.

Old Methods Passing Away. "Old methods and old systems of working roads in the South are fast being relegated to things that 'have been,' because it is now a self-evident fact that bad roads retard the development, progress and prosperity of a town as well as a county. A good road, educational era is on. People who were content to plod along in the 'good old way'—who were wont to sneer at the movement, or give it little attention—are having their eyes opened. The momentum of good road-building has jarred the scales from their eyes. They are beginning to see

(Continued on Last Page.)